

DECLARATION AND POWER OF ATTORNEY
FOR PATENT APPLICATIONATTORNEY DOCKET NO. 10016423-1

As a below named inventor, I hereby declare that:

My residence/post office address and citizenship are as stated below next to my name;

I believe I am the original, first and sole inventor (if only one name is listed below) or an original, first and joint inventor (if plural names are listed below) of the subject matter which is claimed and for which a patent is sought on the invention entitled:

METHOD FOR DEVELOPING A STRATEGIC CUSTOMER-VALUE-DRIVEN PLAN TO CREATE HIGH GROWTH BUSINESS OPPORTUNITIES

the specification of which is attached hereto unless the following box is checked:

() was filed on _____ as US Application No. or PCT International Application
 Number _____ and was amended on _____ (if applicable).

I hereby state that I have reviewed and understood the contents of the above-identified specification, including the claims, as amended by any amendment(s) referred to above. I acknowledge the duty to disclose all information which is material to patentability as defined in 37 CFR 1.56.

Foreign Application(s) and/or Claim of Foreign Priority

I hereby claim foreign priority benefits under Title 35, United States Code Section 119 of any foreign application(s) for patent or inventor(s) certificate listed below and have also identified below any foreign application for patent or inventor(s) certificate having a filing date before that of the application on which priority is claimed:

COUNTRY	APPLICATION NUMBER	DATE FILED	PRIORITY CLAIMED UNDER 35 U.S.C. 119
			YES: _____ NO: _____
			YES: _____ NO: _____

Provisional Application

I hereby claim the benefit under Title 35, United States Code Section 119(e) of any United States provisional application(s) listed below:

APPLICATION NUMBER	FILING DATE

U. S. Priority Claim

I hereby claim the benefit under Title 35, United States Code, Section 120 of any United States application(s) listed below and, insofar as the subject matter of each of the claims of this application is not disclosed in the prior United States application in the manner provided by the first paragraph of Title 35, United States Code Section 112, I acknowledge the duty to disclose material information as defined in Title 37, Code of Federal Regulations, Section 1.56(a) which occurred between the filing date of the prior application and the national or PCT international filing date of this application:

APPLICATION NUMBER	FILING DATE	STATUS (patented/pending/abandoned)

POWER OF ATTORNEY:

As a named inventor, I hereby appoint the following attorney(s) and/or agent(s) to prosecute this application and transact all business in the Patent and Trademark Office connected therewith:

Customer Number **022879**Place Customer
Number Bar Code
Label here

Send Correspondence to:
HEWLETT-PACKARD COMPANY
 Intellectual Property Administration
 P.O. Box 272400
 Fort Collins, Colorado 80527-2400

Direct Telephone Calls To:

Trueman H. Denny III
 (650) 857-3870

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.

Full Name of Inventor: **Gary KAISER** Citizenship: **US**Residence: **4908 Chippendale Drive, Ft. Collins, CO 80526**Post Office Address: **Same as residence.**

Gary J. Kaiser *Gary J. Kaiser* **9-27-2001**
 Inventor's Signature Date

**DECLARATION AND POWER OF ATTORNEY
FOR PATENT APPLICATION (continued)**

ATTORNEY DOCKET NO. 10016423-1

Full Name of # 2 joint inventor: Soren KAPLAN Citizenship: US
Residence: 165 Springside Road, Walnut Creek, CA 94596
Post Office Address: Same as residence.
Inventor's Signature Soren Kaplan Date 10/4/01

Full Name of # 3 joint inventor: Michael NORTHCOTT Citizenship: US
Residence: 18110 SE 34th Street, Building 2, K3, Vancouver, WA 98668
Post Office Address: Same as residence.
Inventor's Signature _____ Date _____

Full Name of # 4 joint inventor: Steve SATO Citizenship: US
Residence: 1315 SE 195th Avenue, Camas, WA 98607
Post Office Address: Same as residence.
Inventor's Signature _____ Date _____

Full Name of # 5 joint inventor: Amy SILVERMAN Citizenship: US
Residence: 501 SE 123rd Avenue, #E28, Vancouver, WA 98683
Post Office Address: Same as residence.
Inventor's Signature _____ Date _____

Full Name of # 6 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____
Inventor's Signature _____ Date _____

Full Name of # 7 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____
Inventor's Signature _____ Date _____

Full Name of # 8 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____
Inventor's Signature _____ Date _____

**DECLARATION AND POWER OF ATTORNEY
FOR PATENT APPLICATION (continued)**

ATTORNEY DOCKET NO. 10016423-1

Full Name of # 2 joint inventor: Soren KAPLAN Citizenship: US
Residence: 165 Springside Road, Walnut Creek, CA 94596
Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 3 joint inventor: Michael NORTHCOTT Citizenship: US
Residence: 18110 SE 34th Street, Building 2, K3, Vancouver, WA 98668
Post Office Address: Same as residence.

 Inventor's Signature _____ Date SEPTEMBER - 26 - 2001

Full Name of # 4 joint inventor: Steve SATO Citizenship: US
Residence: 1315 SE 195th Avenue, Camas, WA 98607
Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 5 joint inventor: Amy SILVERMAN Citizenship: US
Residence: 501 SE 123rd Avenue, #E28, Vancouver, WA 98683
Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 6 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 7 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 8 joint inventor: _____ Citizenship: _____
Residence: _____
Post Office Address: _____

Inventor's Signature _____ Date _____

**DECLARATION AND POWER OF ATTORNEY
FOR PATENT APPLICATION (continued)**

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Full Name of # 2 joint inventor: Soren KAPLAN Citizenship: US

Residence: 165 Springside Road, Walnut Creek, CA 94596

Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 3 joint inventor: Michael NORTHCOTT Citizenship: US

Residence: 18110 SE 34th Street, Building 2, K3, Vancouver, WA 98668

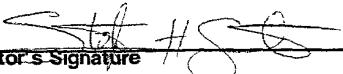
Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 4 joint inventor: Steve SATO Citizenship: US

Residence: 1315 SE 195th Avenue, Camas, WA 98607

Post Office Address: Same as residence.

Inventor's Signature  Date 04-26-01

Full Name of # 5 joint inventor: Amy SILVERMAN Citizenship: US

Residence: 501 SE 123rd Avenue, #E28, Vancouver, WA 98683

Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 6 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 7 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 8 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____

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FOR PATENT APPLICATION (continued)**

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Inventor's Signature _____ Date _____

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Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 4 joint inventor: Steve SATO Citizenship: US

Residence: 1315 SE 195th Avenue, Camas, WA 98607

Post Office Address: Same as residence.

Inventor's Signature _____ Date _____

Full Name of # 5 joint inventor: Amy SILVERMAN Citizenship: US

Residence: 501 SE 123rd Avenue, #E28, Vancouver, WA 98683

Post Office Address: Same as residence.

Amy Silverman 9/27/01
Inventor's Signature _____ Date _____

Full Name of # 6 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 7 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____

Full Name of # 8 joint inventor: _____ Citizenship: _____

Residence: _____

Post Office Address: _____

Inventor's Signature _____ Date _____